

FENCING TIMES

UK & Ireland

2024, Issue 15



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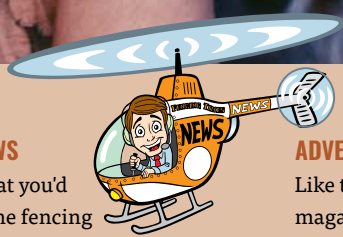
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A day in the life of a fencing installer

It's Monday morning. You wake up in a good mood, full of good memories from the day before. It started with a lovely long lie-in. Then you took your young son to an amusement park. Later on you had a barbecue with a few friends you hadn't seen in months, with a couple of beers and a lot of laughs, and to top it all off, you and your girlfriend had great sex that night. You feel as if you could take on the world; it's going to be a fantastic day.

At least, that's what you think.

Because then the first workday of the fencing week begins. The phone rings even before you've got out of bed. It's one of your installers, who says he's on-site for a project and has green mesh panels rather than black ones. It had been unavoidable: someone had put the green panels in the spot where the black ones always go, and in the first light of day it was impossible to tell the difference. He can make a start on digging the holes, but if you could organise 'someone' to bring the good panels over...?

And of course this job absolutely must be completed today, because tomorrow the mayor is going to preside over the grand opening of the new building. On top of that, the job's worth a lot of money and you're keen to issue the invoice, because thanks to a couple of setbacks the bank account is fairly empty and you still have a few hefty bills from suppliers sitting there waiting to be paid.

But you're in a good mood, so no problem, you can just go in to work a bit earlier and load those panels on the trailer ready for Pete to take them over a bit later. You have a super-quick shower, skip breakfast and race off to work, but while you're on your way the phone rings again. It's Pete. He's hurt his ankle playing football on the weekend and needs to go to the doctor before he can do anything else. The question is whether he'll be able to work this week at all. That 'someone' who'll be taking the panels to the project, 80 kilometres away, is you. OK then, your secretary will just have to reschedule a few

appointments.

You arrive at work and go to get the panels you need. You note that when the materials for this job were delivered, you'd put a very big label on them bearing the name of the project. You start up the forklift and drive outside, wondering aloud how your very intelligent installers had managed to overlook that massive label. But hey, we all make mistakes. You're still in a good mood.

Before you reach the pack of panels, the forklift's engine starts to splutter. It's out of diesel. Luckily you always have three spare jerrycans at the ready, and everyone who uses one always makes sure to refill it immediately afterwards. Or not. All three jerrycans are empty. Because Pete isn't coming in today, the pickup isn't there. So now you can take your own (passenger) car off to the petrol station, leaving it stinking of diesel all week as a result.

By around 9am you've finally loaded everything up (after first having spent half an hour looking for tie-down straps, which weren't in the box where they belong). You head for your office to wash your hands and have a quick cup of coffee, but even before you've set foot across the threshold, your secretary calls out that the computer's not working. Oh that's right, you'd started another update of your order-processing software on Saturday morning, but it seems that it hasn't worked and now everything has crashed. Your secretary, your planner and your sales guy are unable to do any work. Fortunately you'd made a backup before you started that update, but even so it's going to take you an hour to get everything up and running again. You're still in a pretty good mood, but it is starting to dampen a bit.

In the meantime, your secretary has had no trouble moving two appointments to tomorrow and a third to a little later today. That last one is just a little measuring job, so you can easily stop by to do that on your way to your installers. At last you can wash your hands, drink your first coffee of the day, and hit the road.

You've only just set out when the foreman of your other team calls. The soil at the job that they were "just going to finish off today" is full of roots and stones, and they're definitely going to need both today and tomorrow to sort it. And all that while tomorrow they have to install a sliding gate, which the factory is going to deliver directly to the project. A delivery that has already been loaded onto the truck, and which can't be rescheduled just like that. Well, you'll just have to figure it out when you get back.

As you approach the motorway, you start having doubts. There's always heavy traffic here. Should you take the motorway, or take a detour? The detour will take an extra 15 minutes, so you take a gamble that there won't be a traffic jam on the motorway and you turn onto the slip road. Unfortunately, just as you pass the point of no return, you see a sea of red brake lights ahead. Now your mood's starting to drop below zero.

When you finally arrive at the 10-minute measuring job (with your stomach rumbling because you still haven't eaten anything), you're greeted by an angry customer who wonders whether you think it's normal to be late for an appointment that you've already postponed once? He wants to know whether you usually do what you say you'll do, or if he would be better off ordering his fence from a more professional business? Then he has twenty-seven questions about every tiny detail of a fence that at 8.75 metres is probably the shortest fence you're going to install this year, and in the end the measuring takes almost an hour.

When you're back in the car you realise that the customer lives on a dead-end street and there's no room to turn around. You have to reverse 600 metres with your trailer, almost knocking your mirrors off not once but twice, and if it hadn't been for a random passer-by shouting 'stop' very loudly, you'd have made a brand-new Porsche a bit shorter as well.

Once you make it back onto the motorway you keep an eye out for a McDonalds, where you could nip through the drive-thru to order two cheeseburgers to eat while driving, as there's no time to stop for any longer than that. Your installers have already called you twice to


ask where the panels are, and they've been standing around picking their noses for half an hour now.

You arrive on-site with a mood that's now far below freezing. There's no forklift, so all the unloading needs to be done by hand. When you pop in to the client afterwards to let them know that you're almost finished and to ask if you can come and hand over the project tomorrow or the day after, they say: "Oh yeah, I forgot to tell you - the electrician is still waiting for the intercom, it won't be here for another two weeks. Once it arrives he'll connect up the gate right away, and then we'll do the handover, OK?" It turns out that the grand opening with the mayor has also been rescheduled, so in retrospect there was absolutely no rush and your installers could have driven back and forth themselves. You'll need to wait another two weeks for your money, too.

You depart the client's site with squealing tyres and take the fastest route home. By now you're almost faint from hunger, but luckily you know a little truckers' cafe on the way where you can grab a quick and relatively healthy bite. You walk in and who do you see sitting there? The installers from your other team, who supposedly had a lot of work to do sorting out tree roots and stones. They're sitting there looking perfectly relaxed, each at their own slot machine, with two tall glasses of beer in front of them.

Your instant reaction is to want to fire them on the spot, but you reconsider just in time. You've taken on too many projects, and the chance of finding other installers at such short notice is less than zero. You turn around and leave quick smart, because you're scared that otherwise you'd give your hardworking and always well-intentioned mechanics a slap around the chops.





As you stand next to your car smoking a cigarette to calm down, your secretary calls.

Mrs Jansen has phoned the business for the 17th time and threatened to give you a zero-star Google review if you don't send someone round today to fix the scratches on her fence. She was promised that it would be sorted out six weeks ago.

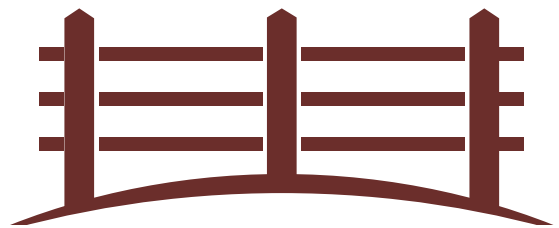
"Can't Pete do it, with his sprained ankle?" you ask her. But Pete has called in the meantime to say that his ankle turned out to be broken and the doctor said he can't work for four weeks. So you heave a deep sigh, drive to a hardware store, buy a spray can of paint, and drive off to Mrs Jansen's. When you arrive you plaster your friendliest smile onto your face and, while offering your profoundest apologies that it's all taken so long, you touch up the couple of tiny spots on the fence – after which she heartlessly informs you that she's still going to give you a zero-star review, because of course all of this really isn't acceptable.

When you finally get back to work, your secretary is packing up her things. Her day has finished, while yours is just beginning. Luckily she got you some rolls from the bakery and there's a flask of coffee waiting for you as well.

You plop down into your chair and open your email client. The first email is from the accountant. The tax department has disputed last year's return and sent a new assessment. If you could transfer a hundred thousand euros before the end of the month?

Woah. Blackout.

What happened after that and what you may or may not have done in the time that followed, you have no idea... but a little after 7:30pm the phone startles you back into alertness. It's your girlfriend, she's made dinner and wants to know if you're coming home. On autopilot, you lock everything up and get into your car. "How was your day?" she asks brightly as you walk in. "Oh, fine, you know. Same as usual." ■



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FENCE POST



Christopher @ Huth

Christopher Knoth of Huth Metall und Zaunbau sent us these photos. "It is only 'just' a piece of rigid mesh fencing," he says. "But putting it up took some doing, as the ground was full of blue concrete." Blue concrete is an extremely hard type of concrete, consisting mainly of water and cement, without adding (much) sand or gravel. It became famous during World War II, as it was widely used for military structures. "While that was a challenge for our boys for a while, they did not let it win. With the neatly landscaped garden and new paving, the fence now comes into its own nicely!" Indeed Christopher, installers to be proud of. Beautiful fence and great photos. Thank you very much for sending them in!



fencepost@fencingtimes.com

Have you got a tip for us? Or taken part in something great that you want to share with the market? Spotted a beautiful fence or a beautiful gate? Or perhaps a really ugly fence, which you turned into a great photo? Let us know and share it with your colleagues in the sector.



John @ Pellikaan

John Pellikaan of the company with the same name Pellikaan in Arkel sent us this photo, of a swing gate in front of the new fire station in Papendrecht, near Rotterdam. That fire station is a beautiful and futuristic-looking building – so of course the view should not be disturbed by the containers on the site. So those containers were given their own swing gate, with a plate filler from which figures were cut out. Nice gate, John! Thanks for the photo!





Christoph @ Zaunteam Spahui

Christoph Spahni of Zaunteam Spahni, one of the largest Zaunteam franchisees with three branches around Swiss Bern, took his entire team of 45 men and women on a team outing at the end of April. Destination: three days in Malta, an archipelago 93 kilometres below Sicily, in the middle of the Mediterranean Sea. "Malta is only a two-hour flight from Switzerland and it's something completely different," he says. 'Something different' you can certainly say, because apart from a nice location, Spahni had also provided a full programme. It included a Tuk-Tuk Tour on the island of Gozo, a tour with Rolling Geeks (small beach buggies) through the fortified town of Vittoriosa, a tour of the Valletta harbour with gondolas, a trip on a vintage bus to the island's mediaeval capital Mdina as well as a treasure hunt scavenger hunt in Valletta's old town. In between, of course, there was tasty food and drink, and the evenings were spent at Club L22 on the 22nd floor of the Hilton Hotel or at one of the many beach clubs. "Once we got back, we did have to recover," says Spahni. "But it provided many new impressions and camaraderie that we will remember for a long time." Christoph, you are an example to your fellow fencers. It is that we get so much fun out of making this magazine, otherwise we would apply to work for you.



Alex @ Zaun und Tor

Alex Lächler of Zaun und Tor sent us this photo of a fence along the Waldenburgerbahn, a narrow-gauge tramway from Liestal to Waldenburg, two towns a little outside Basel. Always nice when a photographer of a fence along the track waits a while for a tram or train to actually pass by - then a photo comes to life. Nice photo, Alex, thanks for sending it in!



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Photo of the month

This time, the photo of the month comes from Arjan Benschop of De Wit Hekwerken in Dodewaard, near Nijmegen. "Our craftsmen installed this stately and stylish swing gate in a beautiful location in Geldermalsen. The gate leaves are mounted between two sturdy pillars, which were finished in the style of the house. A pedestrian gate was also installed on the same plot, in the same style." Nice project, Arjan! And beautifully executed! The Locinox construction radio is coming to Dodewaard!

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FENCING TIMES

SHORT NEWS

New post system from Highland



Highland Stall und Weide, a German supplier of agricultural and wildlife fencing, is launching a new steel post and clip for wildlife fencing, making installation faster and simpler. The idea for the post came about when freight costs and delivery times of so-called Z posts from Asia rose sharply in 2021, creating a need

for an alternative. The new Z-EH post is based on bollards from the wine industry. It is made from a C-profile, has round and slotted holes and punched-out wire holders for attaching the mesh. The new post was an immediate success, especially since it was made in Germany and available immediately. The success of the post led to discussions

with forestry fencers, resulting in the development of the Enne-connector, a steel plate that can be easily slid into the C-profile to attach strut posts to end posts. It replaces a cumbersome bracket system that was used until now. Highland also developed a ground spike with a dish to easily position strut posts in the right place and prevent them from

sinking after installation. Like the Enne connector, the spike is pushed into the C-profile. This combination of parts forms a new system that significantly simplifies the assembly of wildlife fencing, according to Highland. ■

An extended version of this article can be found in the German, Dutch, and XL editions of this issue.

Ray Parlour to present prizes at the Fencing Awards

In May, Britain's Association of Fencing Industries (AFI) announced the name of the guest speaker who will be presenting the awards at this October's Fencing Awards, to be held at St James' Park football stadium in Newcastle upon Tyne. Footballer Ray Parlour, a midfielder who played for Arsenal, Middlesbrough and Hull in the

nineties and noughties, will do the honours. Before presenting the awards, he will share a few anecdotes from his football career.

"The UK Fencing Industry is set to honour its brightest stars and most innovative minds at the highly anticipated 2024 Awards Ceremony," says AFI director Pete Clark. "The ceremony serves as a beacon of excellence, recognising

outstanding achievements across all the facets of the fencing sector. From groundbreaking technological thinking, to exemplary craftsmanship – these Awards highlight the dedication and ingenuity that define the industry's best."

The AFI also announced the judges for the event. Most of them work for the suppliers who sponsor the event, and all

have extensive experience in the industry. "All jury members are generously offering their time free of charge," Clark says. "We look forward to celebrating the remarkable contributions and achievements within the UK Fencing Industry. This event not only honours excellence but also inspires others to push the boundaries of innovation and quality."

The Romford Pelé



While at Arsenal, Parlour was nicknamed 'The Romford Pelé', reflecting his combination of solid performance with a humorous, self-deprecating, down-to-earth personality and an image wholly lacking in glamour. He has been described as an 'unsung hero' and praised as a fans' favourite for his high work rate and commitment.



Ray Parlour is very much looking forward to the awards ceremony: "It will be a great event, celebrating excellence and innovation in the industry. Fencing is something that is often taken for granted, but we all benefit from the hard work and innovation in the sector, be that in farming, commercial or domestic projects. See you in October!" ■



Bobcat shows range at demo days



US-based Bobcat organised the Bobcat Demo Days at its European headquarters at the end of May, where its entire offering of more than 90 machines was on display. More than 700 customers, distributors, suppliers, and journalists travelled to Dobříš,

a little way south of Prague, for the demo days. During the demo days they were shown the latest machines, such as the TL25.60° electric telehandler and the RogueX2 self-driving loader. New technologies were also demonstrated, such as camera-based pedestrian

detection, driver presence detection and a transparent display in or in front of the front window that reduces the need for drivers to take their eyes off their work area and which can draw cables and pipes into the live environment. ■

New warehouse for Bircher

Swiss sensor manufacturer BBC Bircher is expanding its site in the Czech town of Hranice (between Brno and Ostrava) to include an additional warehouse. The expansion will mean that all products from BBC Bircher Smart Access and BBC Bircher Automation can be stored and stocked under one roof. Bircher says that the investment will have several benefits for the company's logistics, including faster delivery times, more transparent transport costs, and better packaging. ■

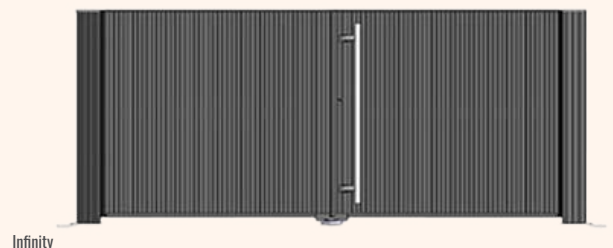


Portail à Créneaux new gate by Tschœppé



The French gate manufacturer Tschœppé of Hœrdt, near Strasbourg, launched a new type of aluminium gate this spring. It is called Portail à Créneaux (literally 'gate with slots'). The new gate has a filling made of narrow, profiled aluminium sheets that are invisibly attached to the welded frame with special clips, so that the frame itself is not visible from the outside.

There are two models of this new gate: The Infinity model has only the narrow aluminium plates, the Privilege model has one smooth aluminium sheet as an alternative, on which a house number or other decorative element can be mounted. The aluminium sheets of the infill can be installed on the outside only or also on the inside. The new model is available as a pedestrian gate, double swing gate, rail gate, cantilever sliding gate or as an ordinary fencing element. ■



Infinity



Privilege

Read the Fencing Times and win

We have again received some nice photos from readers reading the Fencing Times over the past few weeks. Here you can see Venice, the office dog of fencing manufacturer Defence. According to his owner Judith Pompe, he likes to read the articles about faraway lands and those with wild animals. At

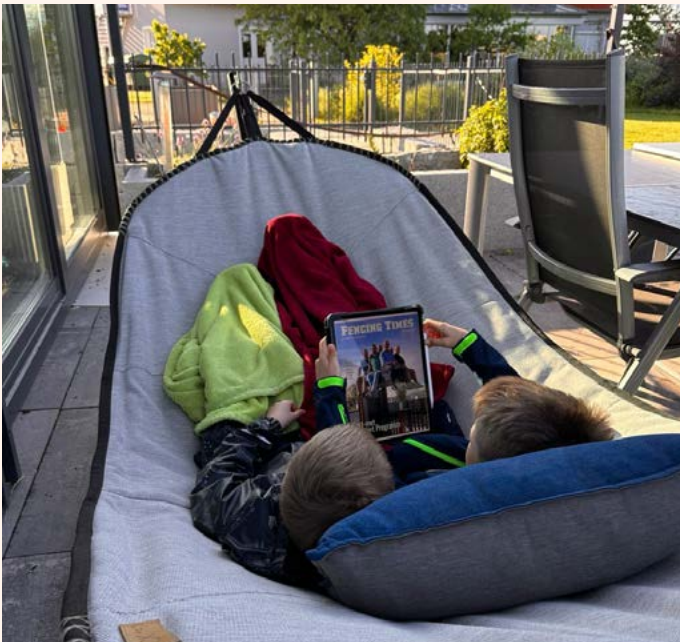
drive manufacturer Liftmaster, everyone also reads the Fencing Times: product manager Gregory Trusov in the showroom and marketing manager Sharon Wagner at the hairdresser. You are correct Sharon, much more interesting than Elle and Vogue and whatever else the hairdresser has lying around. Jochen Eckenweber of

Eckenweber Zaunbau in Bavaria also submitted a photo. His 8- and 6-year-old sons already know they want to take over the business later and read the Fencing Times (on Sunday mornings at 7am) to learn about the industry. Many thanks to all the contributors!

Do you also know a lovely place to read this magazine? Have someone take a picture of it.

At the kitchen table during the obligatory Sunday morning visit to grandma; while resting in the bucket of a shovel; at the top of a ball stop post, be creative!

The best photo wins a barbecue. Send your photos to photo@fencingtimes.com or share them with us on Instagram. ■



Garda Sikring on acquisition path



Håkan Fältling, managing director of Swedish Heda Security and Garda Sikring
CEO Jon Ola Stokke finalise the acquisition of Heda in autumn 2023

Garda Sikring, a fencing company with in-house production from Norway's Hagan, a town outside Oslo, is on an acquisition path. Or rather, is intensifying the number of acquisitions. The company was created in 2016 from the merger of the companies Garda Anleggsikring, Systemsikring, Håland og Karlson, Solheim Gjerdenett, Lauritsen Gjerdefabrikk and Røa Gjerdefabrikk, using venture capital from the investment company Longship. Some of these

companies were already working together in the OSN partnership (Områdesikring i Norge) before the merger. The merger created a company that can produce a wide range of fence and gate types in its own factories and offer nationwide installation.

In the years following the merger, Garda continued to expand. In 2017, it bought Trygg Vei, a company in guardrails for roads. This was followed in 2019 by mesh factory Nor-Netting, in 2021 by demarcation company Nord-Norsk Veisikring and in 2022

by another mesh factory: Heldal Gjerdenett. It also purchased Puomitek, a large site security company from Riihimäki, Finland, in 2022.

In the summer of 2023, Norwegian industrial door builder Windsor Door was also taken over, and after that Garda Sikring acquired a taste for international acquisitions. Since last autumn, successive acquisitions included the Danish Kibo Sikring, Swedish Heda Security, Great Security also from Sweden, all Scandinavian activities of the

Perimeter Protection Group (GPP Perimeter Protection in Sweden, Denmark, and Finland) and the German security services provider Freihoff, in addition to Norwegian demarcation company Veisikring.

With all these acquisitions, Garda Sikring is fast becoming one of Europe's largest companies in our industry. It can now supply, install, and maintain fences and gates (partly from its own production) and high-tech site security throughout Norway, Sweden, Denmark and Germany and in a part of Finland. ■



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Came presents new parking systems at Intertraffic



Italian drive manufacturer Came presented a range of new and improved products for traffic control and management at Intertraffic in Amsterdam last April, including two parking systems and new bollards.

“**I**ntertraffic is a trade show that brings together all companies that have a connection to parking, traffic, or smart mobility,” says Ellen Van den Bossche, marketing manager of Came Benelux in Lessines, a town between Brussels and Kortrijk. “It’s a true catalyst, like a sort of networking event for these companies to connect with each other. They can often do a lot for each other, whether as clients, suppliers, or partners. This means that it’s the perfect trade show for us to present our new parking and access control management systems.”





PARKING SYSTEMS

Came Parkare, which is Came's parking division, showcased a new 'Zero KM' Service for operators of big 24-hour car parks. "Until now, these major car parks and parking garages have always needed 24-hour service, with technical staff on site," Van den Bossche says. "We've completely redesigned the hardware, the software and the service concept from scratch; it's now much easier for staff with no technical knowledge to solve any problems that might come up. This in turn has a huge impact on business continuity, customer experience, and profit. Came Parkare also presented a new 'Free Flow' concept, in which both entering and exiting the car park are completely ticketless. Smart cameras control all traffic flow as well as the checks for whether payment has been made, without the need to stop at a barrier or terminal. Car park customers can pay for their parking and for charging their electric cars via the platform, and use a 'find my car' map to remind them exactly where they parked their car.

ACS PS

The ACS PS solution was put forward for solutions in the medium segment of the market. "It's a parking system, but the focus here is on access control – ACS stands for Access Control System – rather than on a revenue model," Van den Bossche says "The system is intended for use in unmanned car parks. It could be paid parking too, with payment made at the exit." By equipping the parking system with the ACS01 access control system, which we wrote about in a previous issue, individual access rights can be controlled and managed remotely. "Later on you can see exactly who went in or out, and when and where they did it."

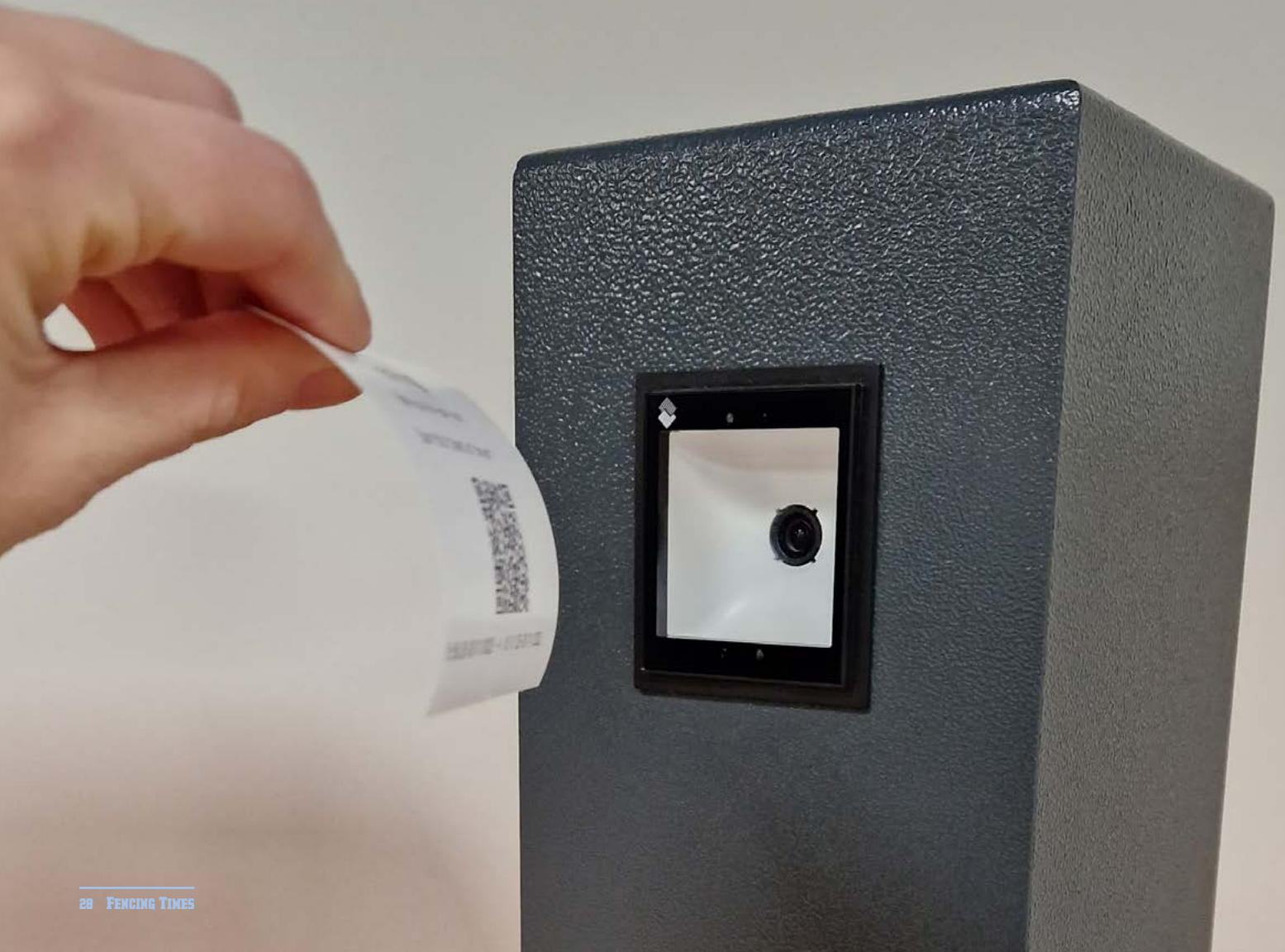


EASY SCAN

Another new product – and a first at Intertraffic – was the ACS Easy Scan, an offline ticketing system that provides access via QR code tickets. It is supplied in the form of a ready-to-use kit consisting of a desktop ticket printer with 4.3- or 7-inch display, and a ticket reader. “Shop assistants or receptionists can use the printer to produce a ticket with a QR code, which the user can then use to exit with their vehicle,” Van den Bossche says “The ticket-reader is built into a separate column next to the barrier, or installed in the tube profile of a turnstile. As soon as you hold the ticket with the QR code in front of the reader, the barrier opens.” We will return to this in more detail in a future article.

SAFETY BOLLARDS & HIGH SECURITY

In addition to the new parking systems, Came presented a new range of safety bollards. These range from classic traffic bollards for marking the boundaries of a pedestrian zone through to high-security protection. “The anti-terrorism bollards have undergone crash tests and been able to withstand truck crashes,” Van den Bossche says “When high security needs to be taken to an even higher level, we have a roadblocker too. And of course we also exhibited our range of barriers and the turnstiles we produce. Most customers know us for our gate operators and barriers, but with Came Urbaco, Came BPT and Came Özak we have a lot of in-house expertise in bollards, intercoms, access control roadblockers, and much more besides. Intertraffic, with thousands of visitors that need to manage traffic flows or provide access in one form or another, was the ideal opportunity for us to demonstrate this.” ■



Coming soon: APF 2024

In September, the APF show will be held in Alcester, near Birmingham. The APF is an outdoor trade show for forestry, arboriculture, firewood, lumber yards and (agricultural) fencing that attracts about 300 exhibitors and 25,000 visitors every two years. All exhibition stands that have anything to do with fencing are grouped together in the Fencing Village.



“**S**ince we introduced the Fencing Village idea at the 2018 APF Show, it has become an increasingly popular feature,” says Ian Millward of the organisation. “Fences are an important feature in forests and on estates, and we received feedback that the agricultural fencing industry in the UK did not really have its own show. The idea seemed to fit perfectly within the APF show, so the concept of the APF Fencing Village was born and it’s now ‘a show within a show.’”

FENCING VILLAGE

The area of the Fencing Village has grown every year since then. “This year too, we had to expand the Fencing Village area again to meet the demand,” says Millward. “In the fencing village, you will not only find wire and mesh manufacturers and wholesalers,

but also suppliers of post drivers and other attachments for tractors and suppliers of tools such as staple guns.” Companies that have already booked their exhibition stands include McVeigh Parker, Tornado Wire, Hampton Steel, ArcelorMittal, Solo Fencing, Bryce Suma, Sacrofast, Ian Snape Agriculture, HW Martin Fencing, Stow Agriculture and Easy Petrol Post Driver. Almost all machinery and tools can be evaluated live at the exhibition stand, under realistic conditions. In addition, the Fencing Village features a fencing arena, which will host the Open British Fencing Championships on Thursday and Friday (see separate article elsewhere in this issue) and extensive machinery demonstrations on Saturday.



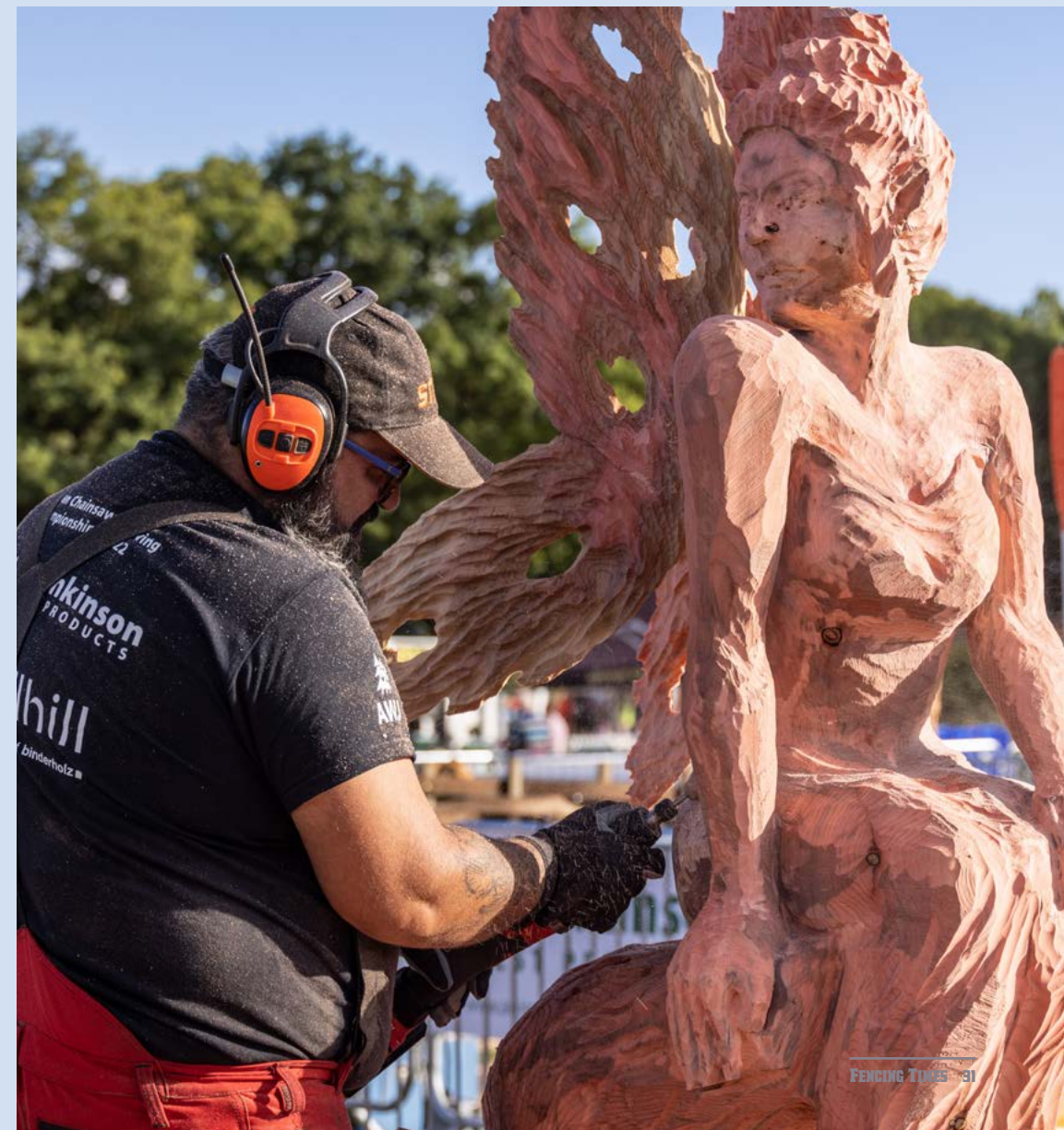
APF

APF stands for ‘Association of Professional Foresters’. This association first organised its own event in 1976, which for convenience was simply called the APF. Around the year 2000, the APF merged with other associations to form a new trade association called Confor, but the APF name for the event remained.



TRADESHOW

"The Fencing Village is only part of the huge event," Millward adds. "On the rest of the site, you will find 80 million pounds worth of working forestry machinery, from chainsaws to woodchippers, you name it, spread over 2.5 miles. There are competitions and demonstrations held all over the site, including the World Post Climbing Championships, the European Chainsaw Woodcutting Championships, the APF Tree Climbing Competition, the UK Logging Competition and many more." The APF will be held at Ragley Estate in Alcester, south of Birmingham, and will run from Thursday 19 to Saturday 21 September. Those wishing to stay for several days can of course book a hotel nearby, but there is also an on-site camping area. ■



New electric drop bolt from Tomalok

Tomalok, a new company based in Cookstown, Northern Ireland, is launching its first drop bolt: the Tomalok. It stops gate leaves blowing open, and makes it harder for intruders to break in.

Tomalok is owned by Paul Creighton, the founder and co-owner of intercom manufacturer AES Global. In his own words: “I love solving problems. With the growing demand for solid aluminium gates, there has been a corresponding increase in the number of gates blowing open. That led me to create a robust and reliable electric drop bolt, to ensure that a closed gate stays closed even when it’s windy.”

TOMALOK

The new Tomalok is an electric drop bolt consisting of a stainless steel pin in a stainless steel housing. The pin is held in place by three aluminium castings, two of which are fitted with stainless steel roller bearings. A built-in electric motor can move the pin 150 millimetres upwards and downwards. The Tomalok also includes an emergency battery in case of a power outage, and can be unlocked mechanically. The bolt can be supplied with a base plate if required; this has an adjustable end stop, so it can be adjusted to suit the thickness of the gate leaf.

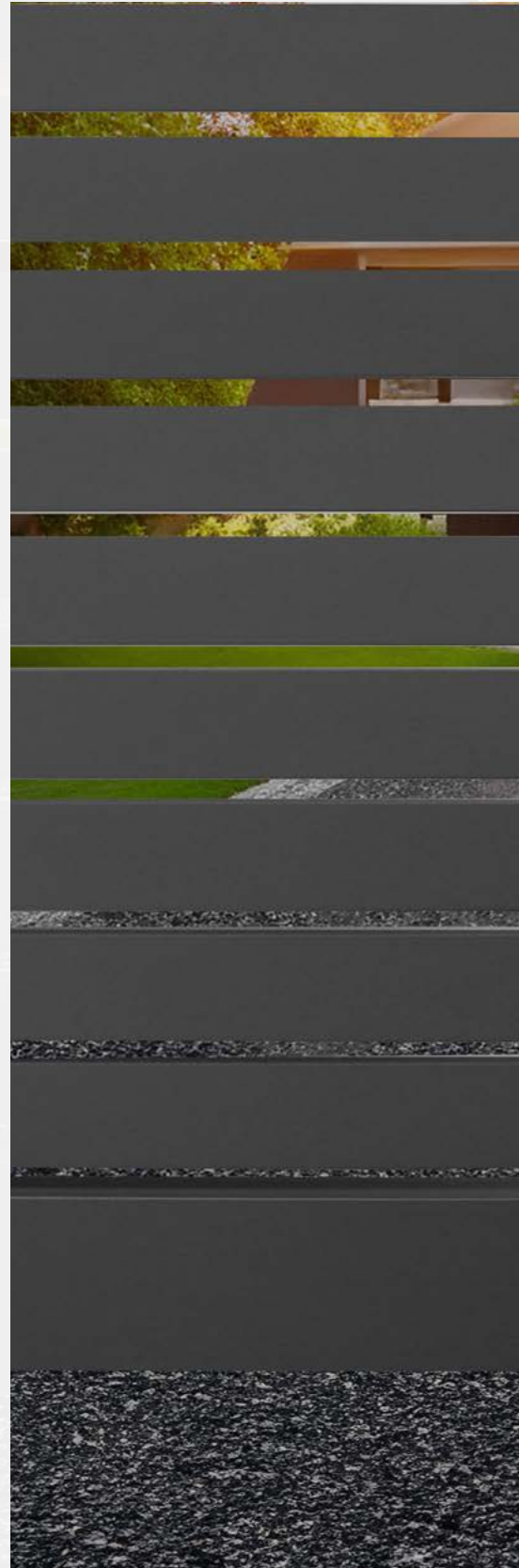
APPLICATIONS

The new drop bolt has other uses in addition to preventing gate leaves blowing open, Creighton explains: “Anywhere you need a bit more security than just the resistance provided by the drive, but don’t have the budget for a retractable bollard, the Tomalok comes in handy. It’s a 20-millimetre pin made of solid marine-grade¹ stainless steel, not a hollow pipe. When a gate has been fitted with a Tomalok, it makes it extremely difficult for an intruder to force their way in – they have to use an angle grinder to attack the bolt.”

INSTALLATION

The Tomalok operates on 24 volts and is compatible with almost every gate control in the market. “It works best if you connect it to the output of the flashing beacon,” Creighton says. “On most control boards you can set pre-flashing to 1.5 seconds before the gate opens. That gives the Tomalok enough time to retract the pin. The Tomalok operates on a volt-free or a 24-volt triggered signal, which can be pulsing or constant. For situations where you can’t get a power supply from the gate controller or from another component, we can provide a 24-volt power supply for installation on a DIN rail.”

1) Marine-grade stainless steel is stainless steel with molybdenum added to the alloy, making the stainless steel chlorine- and salt-resistant in addition to water-resistant.



Paul Creighton



ASSEMBLY

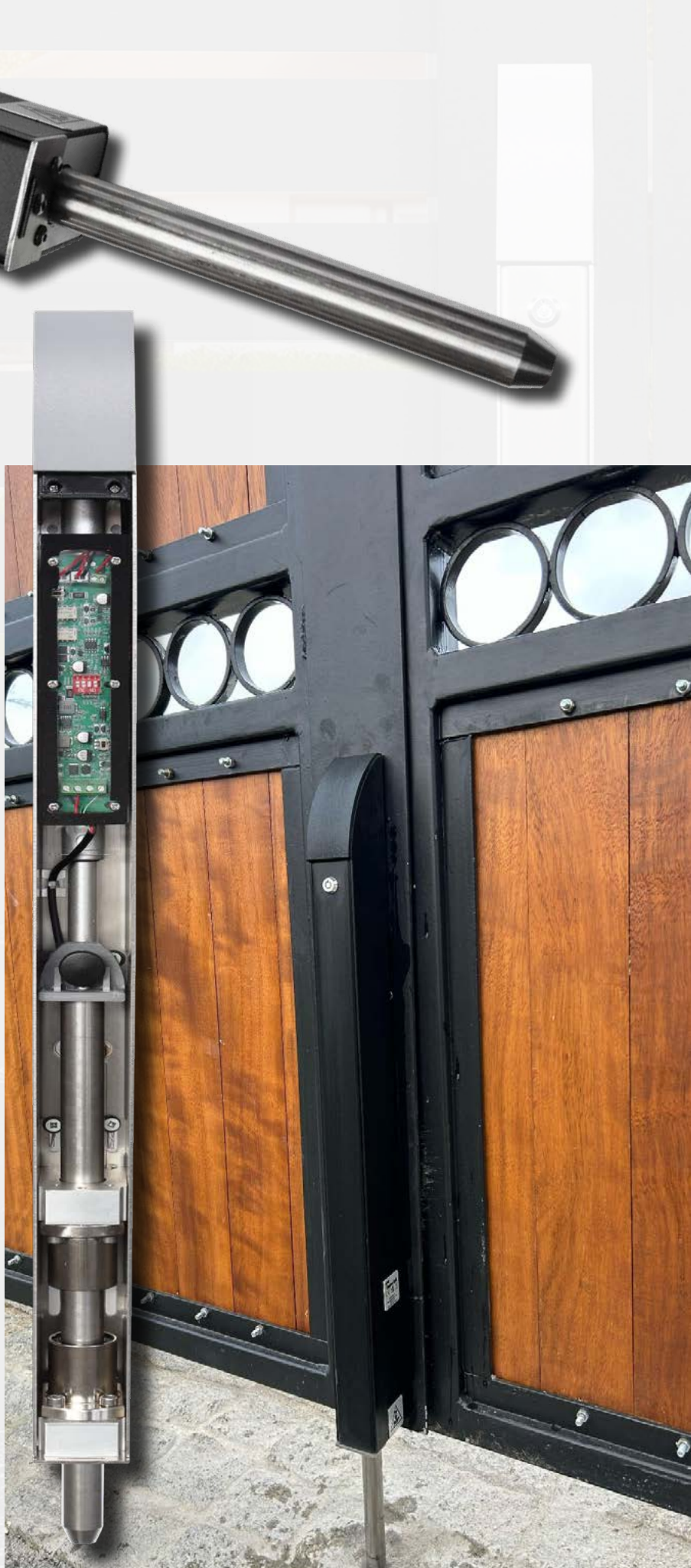
For steel gates, you can secure the Tomalok to the front stile of the gate leaf using up to eight jack nuts (supplied). "The front stile box section needs to be a minimum of 50 millimetres wide for that," Creighton says. "We include a tool with every Tomalok, which you can use to tighten the jack nuts. You can also secure the Tomalok to wooden gates or aluminium profiles, as long as you use the right screws or bolts. Maintenance is simple too. I would recommend lubricating the upper part of the pin with a bit of grease or oil every year. And it's good practice to replace the emergency batteries every 5 years, even though they're rechargeable. Then if the power goes out, the customer is able to use the full capacity of 20 opening cycles."

ROBUST

With its stainless steel construction and the solid pin, the new bolt is built to withstand tough conditions. "The other components, like the aluminium castings and the bearings, are strong and solid too. You can feel it when you hold a Tomalok," says Creighton. "It's incredibly heavy, it weighs 4.5 kilos. And we've put it through extensive testing. We applied torque tests to the motor to ensure that it does the job. We conducted life testing using a timer and a counter; the first test Tomaloks have now run 30,000 cycles and still show no traces of wear. We froze the locks and then activated them, and they worked immediately. We ran a sample in a water tank and used a pump to simulate heavy rainfall, twenty four seven for two weeks. And of course we tested a few here locally, in our lovely Northern Irish climate. Whatever we tried, the Tomalok did its job."

THE FUTURE

"I'm incredibly proud of our development team," Creighton says. "The Tomalok isn't just robust and functional; it's attractive too. It gives installers a good option to suggest when all the dreaded phone calls come in after a big storm. And the installers who from now on offer the Tomalok with every automated swing gate, whether the customer requests it or not, will have protection against complaints about gates being blown open – and motors being damaged as a result." Creighton is already looking to the future, too: "We're working on built-in limit switches, which will allow smart devices to see whether the lock is engaged or not. And we're also working on something very special, but I can't say anything about that yet. How can I put it? Stay tuned!" ■

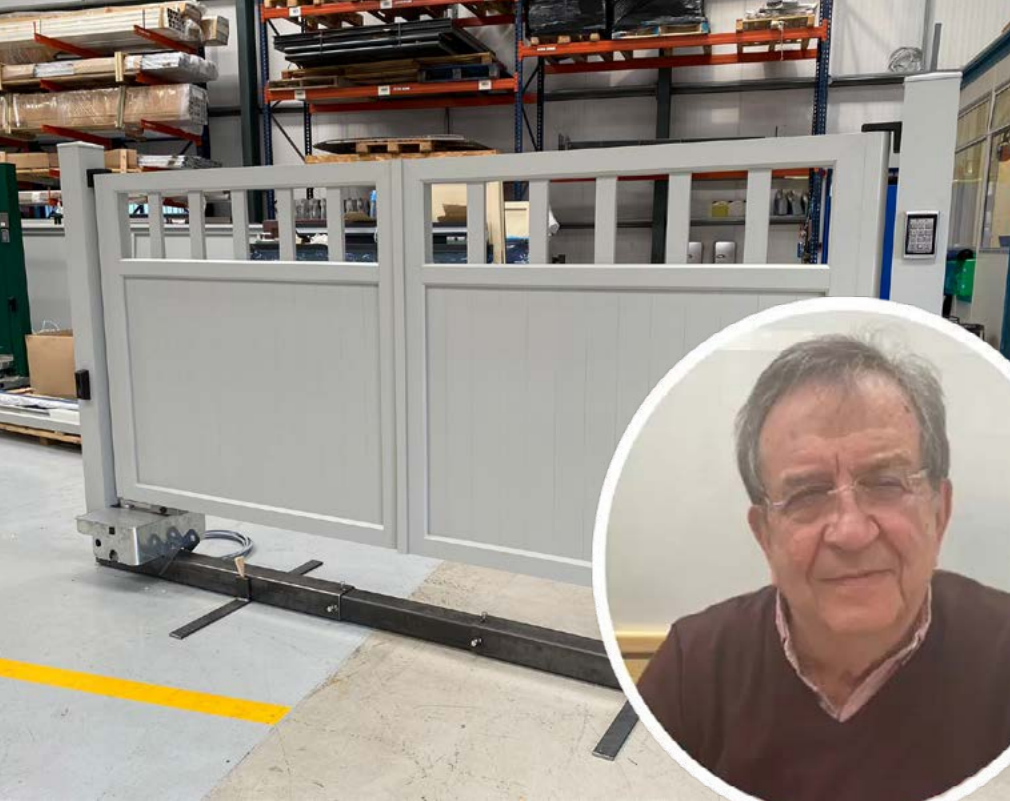


Neat Gates releases range of plug-and-play swing gates

Neat Gates, an aluminium gate manufacturer from Dublin, now offers a plug-and-play version of all models of its swing gates. For this new option, named Fusion Gate, each gate is pre-installed on a steel frame.

“Neat Gates is a company in the Electro Automation Group,” Director and general manager Phil Keane says. “Electro Automation, is a company that has been installing gates for over 40 years, with branches not only in Ireland but also in Birmingham, in the UK and Erfurt in Germany. Three years ago Neat started manufacturing designer aluminium gates.”





“We started off with a focus on the end market, as that was the market we were familiar with. Since the start of this year we’ve also focused on supplying to fencing and gate installation companies. Since finding and recruiting suitable staff is a major challenge industry wide, we decided to make the gate installation experience quick and easy and ‘plug and play’ if possible. That’s why we developed the Fusion Gate.”

FUSION

The Fusion gate has the gate posts pre-installed on a steel frame. The gate leaves are installed and aligned, the drives are installed, all the sensors, access control and security accessories are installed, all the wiring cables are concealed and the gate is fully tested. “Only once everything is working and approved do we load the gate onto the truck and send it to the customer,” Keane says. “On site, all the installer needs to do is dig a hole in the ground. The gate’s put in the hole, the foundations are poured, the gate is plugged in, and that’s it. If the weather’s all right and the concrete dries quickly, the installation takes no longer than a day.”

RANGE

All swing gates in the Neat Aluminium Gates range are available as Fusion Gates. “All our swing gates have a frame made of four aluminium sections, mitre-cut and then screwed together using stainless steel fasteners,” Keane says. “Every model uses the same gate posts and hardware. The only thing we change in the different models are the infills. This also consists of aluminium sections, or sometimes partly of aluminium sheets too, with or without laser-cut motifs. There are completely closed privacy models as well as more open options.”



GATE DRIVE

For the gate drives, Neat uses robust brushless motors from Italian drive manufacturer Roger Technology as standard. "For a clear opening of up to 5 metres, they have powerful, low voltage, brushless underground drives that we're able to install completely out of sight," Keane says. "We've had good experiences with these. Gates with bigger passage widths are also possible depending on their height." Also, if installers have a preference for a different brand of automation, we can build that drive into the Fusion Gate for them."

TAILOR-MADE

"Obviously we try to standardise production as much as possible," Keane adds, "but when it comes to designer gates for the residential market, the majority are still tailor-made. Fortunately, thanks to our end-market and 40 years of installation experience, it's something we're good at. The gates are completely customised and we can build in any module, intercom or access control the customer wants, so there's not much work for the installer to do and all cables are hidden away out of sight." Neat Gates' Fusion range was released this spring. ■



McVeigh Parker organises British open fencing championships



McVeigh Parker, a wholesaler of primarily agricultural and wildlife fencing supplies with eight branches across Great Britain, is organising the British Open Fencing Championships for the second time during the APF Exhibition¹ this September. Fourteen teams will be challenged to erect the best livestock fence.

“**S**ince the eighties there have been all sorts of different UK fencing competitions,” says Chris Hambridge, CEO of McVeigh

Parker. “Some entrants in those competitions were getting frustrated with the scoring system, with more points given to time rather than quality. Most of the competitions also took place on flat ground, which is rarely a daily occurrence for a fencer. Then one time I was with our sales director Stuart Mills in New Zealand, where we saw how they organise competitions there – as well as what you have to do in order to win the famous Golden Pliers. We then decided we need to try and replicate this in the UK, hence the British Open was born. It’s now in its second year.”

1) The APF is a biennial outdoor trade show for the forestry, woodland, arboriculture, firewood, fencing, trees and timber industries. It attracts around 300 exhibitors and over 23,000 visitors. For more information, see the article elsewhere in this issue.





OPEN

So that was how the British Open Fencing Championships began. 'Open' means that participants from anywhere in the world can sign up. "This year we have a team from Ireland and one from Norway," Hambridge says, "as well as teams from England, Scotland and Wales, of course." 'Open' also means you don't have to be a McVeigh Parker client to take part. "We organise these championships for everyone in the industry. Because it's a fun thing to do, and because it's good for the whole industry when installers talk to each other and challenge each other – and all become better at their jobs as a result. Everyone's welcome."



COMPETITION

Participants work in teams of two to install 60 metres of livestock fencing within four hours. The fence must have one curve, as well as both diagonal and horizontal strainers. Only hand tools are permitted. Points are awarded and deducted based on the overall straightness of the fence, how vertical the posts are and how neatly the braces are installed, the tensioning of the tension wires and the mesh, and the knots used to tie the mesh to the tension wires. The competition will be held in a purpose-built fencing arena in the AFP's Fencing Village, on a slope. Full details of the exact criteria are available from the organisers.



SPEED FENCING

New for 2024 is the British Open Speed Fencing Competition, in which speed is the most important factor. "We brought Clipex steel posts into the UK in 2014 and then got steel posts government approved in 2017," Hambridge says. "Demand for those posts is constantly increasing, because they really do make the work much faster. That's why we're holding a speed competition now too." Entrants in the speed fencing competition compete against each other and against the clock, but the quality of the work is important nonetheless. They are required to install 60 metres of fencing using Clipex intermediate posts, Triple X strainers and X Fence netting, and to secure everything using the latest clips from Strainrite and Gripple. The winner will be the first British Open Speed Fencer.

JOIN IN

The APF will be held from Thursday 19 to Saturday 21 September on the Ragley Estate in Alcester, a village to the south of Birmingham. "The Speed Competition is on Thursday, and the official British Open Fencing Championships are on Friday," Hambridge says. "There are still a few places available in each competition. Even if you don't want to enter, do come and watch – it promises to be another great show. It's definitely worth sticking around until Saturday, too, because there will be all sorts of demonstrations of the new machines, tools and equipment in the fencing arena." Entrants can sign up on the McVeigh Parker website. ■



Sales director Stuart Mills, who organises the championship with his team



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Fencing women unite in Women of the FWA

A group of women from the Fence Workers Association, a relatively new US trade association, are working to unite women in the fencing industry. To achieve this goal, they've set up an interest group: the Women of the FWA.

“There are lots of women in the fencing industry,” says Veronica Richardson, who founded the group along with Heather King and Susan Worley. “Both in active roles, as an owner, working in sales, and in supporting roles in the background. But even those women who’ve worked in the industry for years, who regularly attend trade fairs and other events and have no trouble at all voicing their opinions, nonetheless often feel completely isolated. I think it’s the same for you in Europe. The men at any given moment have tons of contacts in their phones to reach out to, get advice from, and create partnerships, while we women do not have that arsenal of contacts. It’s even worse for wives and girlfriends who are not as connected in the industry. Susan approached Heather and me sometime last year asking whether we could start up a women’s group to tackle the issue. I jumped all over it and came up with the idea of building a big social media network, to enable women in and adjacent to the industry to make the same large number of connections as the men, but in their own way. Heather thought it was a great idea, and she also joined in right from the start by building connections. That was how it all began.”





Veronica Richardson
and Heather King



Andria Patterson, Melanie Goodwin, Susan Worley, Makayla Patterson and Heather King



A bunch of Women of the FWA at a party of fencing producer Homeland Vinyl

WOMEN

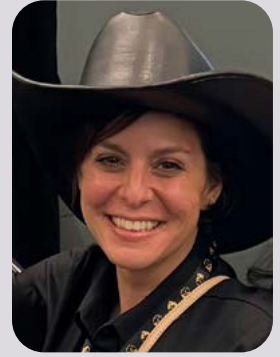
"You know," Heather King says, "women are different. We communicate differently. Different things are important to us. Men talk technically and overlook details that are important to women; that doesn't foster our engagement in the conversation. At the same time we also have other concerns, because we're also running the household and bringing up the children at the same time. Our work-life balance is different. In fact, our entire lives are drastically different. And that's fine, it's even a good thing, because we complement each other. But – and certainly in a male-dominated industry like ours – it does mean that even though we dominate in some areas, we lag behind in others. Now we're joining forces in a group." The Women of the FWA group consists of women from all areas of the industry. They include fencing company owners, the wives and girlfriends of men who own fencing companies, women who work on the office side – at both fencing companies and suppliers – and, of course, female installers.

THE MISSION

"The idea behind the Women of the FWA group is to give women the strength, motivation and opportunities to be themselves, to stand up and to take responsibility," Susan Worley adds. "To see themselves as full-fledged members of the team within their own companies and worthy members of the fencing industry as a whole. With this in mind we have groups on Facebook, Instagram, YouTube, LinkedIn and TikTok for us to get together. We use them to show each other what we're working on at the moment, and to ask each other questions. Every Tuesday at the end of the day – that's around midnight your time – we host a live YouTube session on a specific topic. Anyone who wants to know more or has something to contribute is welcome to take part. The discussions include things like whether it's better to quote by the foot or by the project, and the qualities of particular materials, but also issues for working mothers and running a business as a couple. Sometimes there's not much to discuss and we're all done after 10 minutes; sometimes it's super-interesting and goes on for hours."

Susan K. Worley

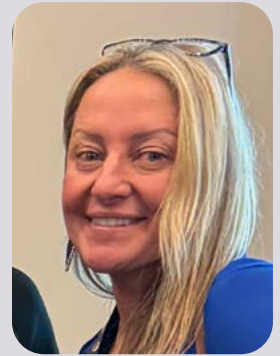
Susan K. Worley was a Petty Officer (sergeant) in the US Navy. After a time with various different jobs, she spent seven years working for a drive wholesaler in Dallas, Texas, where she got to know the fencing industry. She became Executive Director of the FWA at the start of last year, working non-stop to help fencing installers and the industry succeed.



Heather King

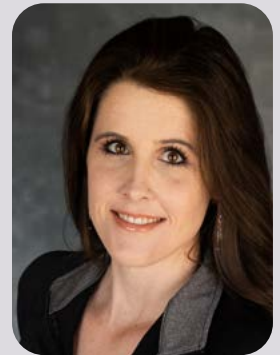
Heather King and her husband own a fencing business in Evansville on the border of Indiana and Kentucky, have a fencing tool wholesale business, and travel all over the US providing hands on training as well as business training

with their Fence Academy. King joined the company four years ago following a previous career as the Director of Social Services in a long term care facility for the elderly, but it didn't take her long to learn the ropes – mainly by daring to ask questions.



Veronica Richardson

Veronica Richardson joined the industry seven years ago. She works for two brothers that mainly focus on commercial installations as well as wholesale fencing and gate components. They have three locations across the state of Wyoming. For years, she was 'just the person behind the computer and the voice on the phone,' leaving life in the spotlight – on social media, with clients, and at events – to the owners, until they encouraged her to step outside her comfort zone.



PRESENTATIONS

"We regularly invite speakers who have a lot of knowledge on a particular topic," Worley continues. "They're not always women, sometimes they're men. We build the Q&A's around what questions people want and need the answers to. A lot of the training sessions and seminars in the men's world are quite monotone and focus on the mechanical side of things. This doesn't work for women. It doesn't even work for all men. So we try to tell it like it is. That's the special thing about the group. Everyone is direct, and is able to say what they think without holding back – while at

the same time we're all aware that no one knows everything. We rely heavily on each other, not only during presentations or seminars, but outside that framework too. Nobody needs to be afraid to ask questions. What's the difference between chain link and security chain link? What's the difference between a brace band and a tension band? A lot of women in the sector have no idea, but now there's a platform where they can ask. Without being laughed at, without sounding stupid. We're constantly asking each other those sorts of things. Or things like 'what are the best tools to use for this' and 'what's the best material to supply for that.'"



STRENGTH

"This setup ensures that women discuss things they weren't thinking about before. Last week we had an entire live session on entity structuring: how to structure your business in such a way that you pay as little tax as possible. Hardly anyone wanted to take part – mostly because it's an intimidating topic, it's not a topic that people are comfortable with. That's a real shame, because after all, we all hate paying taxes. One of the ways we want to change things is by giving women in the industry the strength and self-assurance to stand for who they are, even if their knowledge on the topic is small. To put forward their opinions on every topic, and to dare to make decisions. And we're aware it's going to take time, but that's not a problem. We now have a leadership team of 10 women who work with us to chair the live online sessions, organise the meetings and come up with meeting topics, so we don't have to do it all ourselves. We want to give everyone a voice. We're just going to keep building it up, so that next year's session on entity structuring will attract twenty women instead of four, and then the year after that there'll be a hundred. You know Rosie the Riveter? We're the Rosies of the fencing industry."

NOT WOKE

"By the way, we don't want to be one of those woke clubs of wailers whose aim is to attack the men in our industry for their misogyny," Veronica Richardson says. "Naturally we've all come across men who believe that we women don't know a thing about this industry and believe our only place is in the office, but thankfully it doesn't happen too often and there's not much we can do about that minority of men. In general, women are very welcome in the industry. But what we do, rather than bashing men, is to use our own strengths as a starting point. We solve problems in our own way. When we're faced with an unfamiliar situation, we turn to each other for advice. We work things out, come up with solutions, and consult each other for opinions and feedback. We're always figuring out how to improve, just like the men are. Or perhaps even more than the men, but in our own way and we're proud of that."



J. Howard Miller's illustration for Westinghouse Electric's War Production Co-ordinating Committee

Rosie the Riveter

The Women of FWA's mascot is based on Rosie the Riveter, a cultural icon in the United States representing the women who worked in munitions factories and shipyards during World War II. These women usually took up entirely new jobs, taking over from the male workers who had left to join the army. Rosie became widely known for the 'We Can Do It!' poster as a symbol of female empowerment – the phenomenon of companies undergoing rapid growth with the addition of women's insights and abilities. The idea of Rosie the Riveter originated in a 1942 song by Redd Evans and John Jacob Loeb. Media images of female workers on posters and in advertisements were widespread, encouraging women to go to work in factories to do their bit for the war effort. Rosie the Riveter was also the lead character in the 1944 Hollywood film of the same name.



The Women of the FWA at The Fence Show 2023 in Las Vegas

WOMEN OF THE FWA DAY

"The next big thing we have coming up is the Fence & Security Expo, a fencing trade show in Las Vegas, in September," Susan Worley says. "We'll have a big booth there with the Women of the FWA, and we're organising a Women of FWA Day on the Thursday. We'll hold breakout sessions¹, a happy hour, and various other activities for the women of the industry. At the previous edition – when we'd only just started – we did it on a small scale, and it was amazing! I met women there who've become my best friends. They know about everything I do, both business and personal. And you know what it is? A lot of us have similar personalities and the same interest in fencing. When we get together, so much strength and positivity comes bubbling to the surface. There are photos of us walking through the hotel lobby, a whole group of women, where you can just feel the energy that's radiating from us. It's really amazing to be part of that."

OPEN

The group now has over 300 members. Membership is open to all women in the fencing industry. "Our official name is Women of the FWA," Heather King says. "We haven't set up a separate association; we do it alongside our work for the FWA, so if you want to join the group, we ask that you join the FWA. That need not be a hurdle – the FWA has free memberships available, and accepts members from outside the United States too. Women in the European fencing industry are naturally very welcome to join us." ■

¹A breakout session is a presentation, discussion or activity held as part of a larger event (such as a conference, congress or seminar), for which participants are temporarily divided into separate smaller groups.

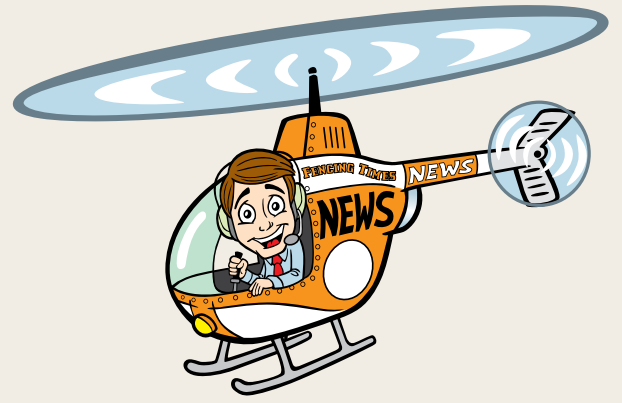
The Fence Show

The Fence Show is a new annual fencing trade show held in Las Vegas, Nevada, starting in 2023. Around 180 exhibitors and 5000 visitors are expected to attend the upcoming edition. In contrast to other trade shows in our industry, the Fence Show isn't indoor-only: it also includes outdoor stands where machines and tools are demonstrated. The Fence Show will be held from 11 to 13 September at the South Point Hotel and Casino in Las Vegas.



FWA Woman Nikky Hage in front of the Women of the FWA-stand at The Fence Show 2023

FENCES IN THE NEWS



19 JUNE 2024

Drunk Briton impales himself on fence



In Pattaya, Thailand, a sixty-five-year-old Briton sustained serious injuries when he impaled himself on the ornamental

points of the fence surrounding his own house. The man was so drunk that he could not get the gate open, so he tried to climb over the fence. In doing

so, he slipped, when one of the fence's ornamental points pierced his body. He was found by a neighbour, who came out of her house when she heard

him groaning. She called an ambulance and fetched a ladder, after which the man could be freed from his predicament and taken to hospital. ■

The world's ugliest fence is in Wiltshire



At least, that's what the neighbours of Cindy Copley think. The latter had a wooden fence put up around the front garden of her terraced house in Ludgershall, a town 15 miles from the famous Stonehenge, to prevent her nearly blind Cocker Spaniel

from running into the street. The fence neatly meets all the municipalities' requirements. It is not too high, and it is on Copley's own land. But according to some neighbours, the fence disrupts the appearance of the neighbourhood. They call it ugly. One neighbour even

said, "It is the ugliest fence in the world, what does she think she is doing?" Copley, startled by all the commotion, went to the municipality to apply for a permit, just to be sure, although normally fences under 1.2 metres do not require it. Here at the editorial office, we think the

neighbours are exaggerating: it's not like the fence is in the nicest residential area of South England. Moreover, we saw on Google Maps that further down in the neighbourhood, a number of houses have the same kind of fences. In other words: neighbours, don't nag. ■

Contractors must turn in fencing profits

In South Africa, two contractors have been sentenced to hand in the profits they made installing border fences. In 2020, during the beginning phase of the global Covid panic, the South African government – like so many countries that in hindsight had completely lost their way – closed borders with neighbouring countries. The border of South Africa and Zimbabwe is mainly

formed by the Limpopo River, but it is dry for large parts of the year and can easily be crossed. So kilometres of fencing had to be quickly installed to stop citizens of Zimbabwe with or without Covid. Two contractors made the state an offer of 40 million rand (about 8 million euro) to supply and install fences made of razor wire, received the contract, and went to work. They were very fast, but

not very precise. They also had flexible interpretations of the specification of the materials to be used. Consequence: the fence started falling apart already a few days after completion and in no time the border between the two neighbouring countries was as porous as before, but the South African government was 40 million rand poorer. The government therefore took the contractors to court and the

verdict was surprising: no jail time or fines, but the companies have to hand in the profits made from the deal. Both contractors appealed but lost. They must also pay the court costs. For the South African fence workers among our readers: if you need some cheap razor wire for your next project: we know of some rolls lying around on the Zimbabwean border, which won't be used there anyway. ■



Cat fence in Hawaii must protect 'ua'u birds

We know all kinds of agricultural and wildlife fences. Fences to stop horses, cows, fallow deer, and wild boars. We know fences for sheep and against wolves, and we even know toad fences. But we didn't know about cat fences yet. Extraordinary actually: there are quite a lot of people who are bothered by their neighbours' cats and have to whine for an hour on every birthday party about the amount of cat poop they find in their garden. On the other hand, there are also many cat lovers who don't want their precious four-legged friends to be run over in the street. But always when someone needs a fence, to keep cats in or out, something has to be improvised, because we have not yet come across special cat fences in any supplier's catalogue. Anyway, in Hawaii they do have those cat fences. At least, a special 2.5-kilometre-long cat fence was completed there in March. It consists of a fine mesh net, which is partly buried and was built on the Mauna Kea volcano, more than 3 kilometres above sea level. This is because 'ua'u birds nest on that volcano, a Hawaiian version of the Storm-petrel. Whoever can pronounce it without bursting into laughter will be sent a whipped-cream cake. These birds are in danger of extinction, mainly because their breeding range is so small - after all, there is not much land in the Pacific Ocean. The Department of Hawaiian Homelands now hopes that because of the fence, fewer 'ua'u chicks will be eaten by feral cats on the mountain and that the population of 'ua'u birds will increase again from now on. ■



FENCING CHAMPIONSHIP
PRESENTED BY
FENCING TIMES

FENCING CHAMPIONSHIP 7 & 8 SEPTEMBER 2024

SAVE
THE
DATE

LOCATION

Wenschdorf near Miltenberg
(60 km south of Frankfurt)

LINE UP

SATURDAY

- Training
- Qualifying
- Fencing Party

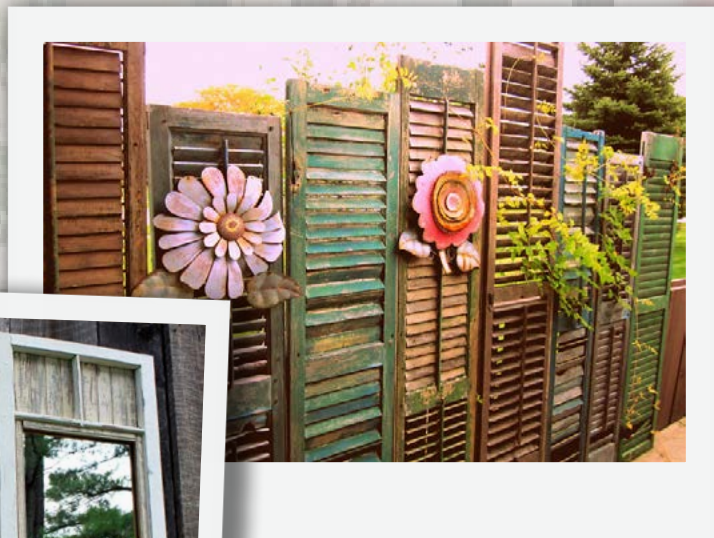
SUNDAY

- Championship
- Entertainment for young and old

Fence-Deco

In a previous issue, we showed some fence decorations that were so ugly that we wondered aloud who would ever buy such a thing. After surfing a bit more around the internet, however, we had to conclude that decorating a fence is not that special at all – there are many people who do it. Tastes vary and by no means everyone will like every fence equally, but at least this collection shows that you do not necessarily have to put a plastic chicken on your fence, you can also decorate your fence with style.

Thus, here we see two examples where the owners really took pains to embellish their fence.



RECYCLING

There are also many fence owners who reuse old junk to dress up their fence: from hubcaps to old window frames. This is by no means always immediately ugly.

BIRDHOUSES

A great bird lover must live here. And probably also someone who likes cleaning, because the amount of bird droppings on the terrace certainly corresponds to the number of birdhouses on the fence.



VERTICAL GARDEN

Furthermore, it seems popular to grow all kinds of plants and flowers on and in the fence. We would probably just let some heather climb up the fence, but there are those who take a much more professional approach.



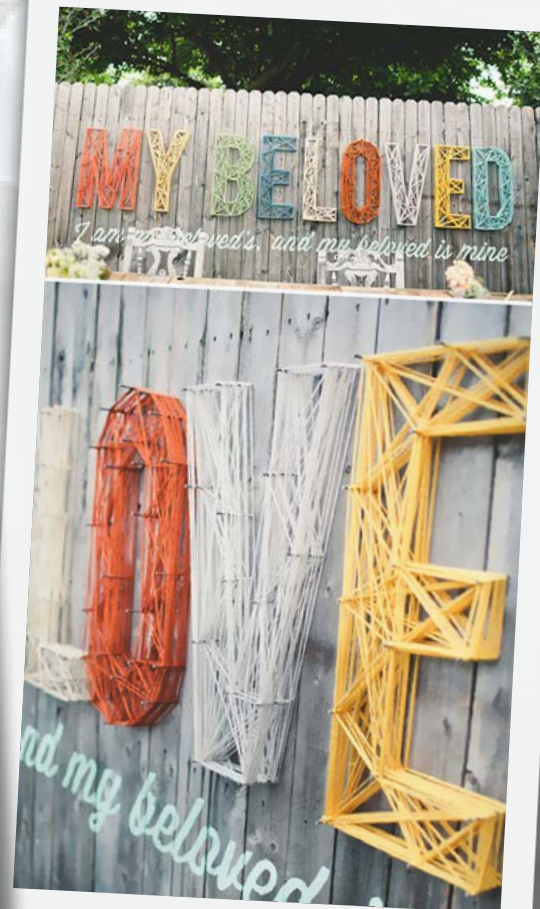


JIGSAWS

These fences must belong to people who are good at jigsawing.

YARN FENCE

A fence can also be dressed up nicely with needle and thread. At least, if you are good at knitting or French knitting or whatever it may be. If we start with needle and thread, it is guaranteed not to be nearly as pretty.



HANGOVER FENCE

And well, if you have drunk so much that you are ashamed to go to the bottle bank, you can also hang your old bottles on your fence. It is just that we drink more beer than wine here at the editorial office, otherwise this fence could just as easy have been in our editorial garden.



HALLOWEEN

Then we came across this particular fence, from someone who apparently celebrates Halloween all year round. At least, we never believe that these decorations are put up and taken down every year. Tastes vary, though we must admit it is stylishly done.

QUESTION MARK

And finally, a picture of a fence we did not understand at all either. First all the vertical boards were painted in assorted colours, then cross slats applied in front and finally lamps were hung. We have no idea what it is supposed to represent. An outdoor bookcase? At least it is not boring.



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